

## Message Text

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PAGE 01 STATE 071877

ORIGIN COME-00

INFO OCT-01 EUR-12 ISO-00 EB-08 /021 R

DRAFTED BY COM/BIC/OED/MEPD/WHAIMES:DMW

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COM/BIC/OED/MEPD/SMCONGER, DIR.

OM/BIC/OIM/TMOORE (INFO)

UR/RPE/RBRESLER (INFO)

-----020048Z 019914 /70

R 011718Z APR 77

FM SECSTATE WASHDC

TO AMEMBASSY ATHENS

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E.O. 11652: N/A

TAGS:BENC, GR

SUBJECT:MAJOR PROJECTS: HIMIC PETROCHEMICAL COMPLEX

AT NEA KARVALI

REF: ATHENS 2368

1. COMMERCE/MEPD IS VERY INTERESTED IN DEVELOPMENTS ON SUBJECT PROJECT REPORTED REFTEL. CAN EMBASSY IDENTIFY SPECIFIC CHEMICAL FIRMS WHICH HIMIC HAS ALREADY CONTACTED OR IS INTERESTED IN CONTACTING FOR POSSIBLE JOINT VENTURES OR TECHNICAL COOPERATION ON PROJECTS MENTIONED PARA 3 REFTEL? DOES HIMIC INTEND TO HIRE A CONSULTANT TO ASSIST IN MAKING DECISIONS ON EQUITY PARTNERS AND ON PROJECTS IMPLEMENTATION? IF SO, AND IF CONSULTANT IS NOT YET CHOSEN, PLEASE ADVISE IMMEDIATELY ON OPPORTUNITY AND PROCEDURES, AS WE WOULD HOPE TO SEE U.S. COMPANY GRANTED THIS KEY ROLE.

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PAGE 02 STATE 071877

2. DOES HIMIC INTEND TO SEEK EQUITY PARTNER ON ETHYLENE CRACKER, OR WILL IT MAINTAIN TOTAL OWNERSHIP OF CORE UNIT? EMBASSY SHOULD KEEP IN MIND THAT WORLD'S LEADING ETHYLENE TECHNOLOGY IS OWNED AND LICENSED BY U.S. ENGINEERING FIRMS (AS APPOSED TO CHEMICAL OPERATING COMPANIES), ALTHOUGH COMPETITION FROM FRENCH, GERMAN,

ITALIAN, JAPANESE, AND BRITISH FIRMS IS EVERPRESENT.  
SINCE ETHYLENE UNIT WOULD BE FIRST TO MOVE FORWARD,  
ASSUME HIMIC MAY ALREADY BE AT STAGE OF TALKING WITH  
POTENTIAL SUPPLIERS OF ETHYLENE TECHNOLOGY; I.E. LEADING  
DESIGN/CONSTRUCTION FIRMS. PLEASE ADVISE STATUS  
ETHYLENE PROJECT, NAMES OF FIRMS HIMIC MAY ALREADY BE  
CONSIDERING, PROBABLE TIMETABLE FOR DECISIONS, ETC.

3. COMMENT: IN VIEW SIZE OF THIS PROJECT AND POTENTIAL  
OPPORTUNITIES FOR U.S. EXPORTS, WE WOULD HOPE TO SEE  
U.S. FIRMS BECOMING INVOLVED IN THIS PROJECT DIRECTLY  
FROM U.S. OFFICES RATHER THAN THROUGH FOREIGN SUB-  
SIDIARIES. RECENT EXPERIENCE WITH MESSOLOONGHI SALT  
PROJECT AND FEASIBILITY STUDY SEEMS TO INDICATE THAT  
HIMIC HAS PROPENSITY TO DEAL WITH EUROPEAN SUBSIDIARIES  
OF U.S. COMPANIES. WHILE MANY U.S. ENGINEERING COMPANIES  
TEND TO GENERALLY ASSIGN SOUTHERN EUROPE TO THEIR U.K.,  
FRENCH, OR ITALIAN AFFILIATES, OFTEN THE U.S. PARENT  
WILL JUMP AT A CHANCE TO GO AFTER A BIG PROJECT IN  
THIS AREA IF INVITATIONS OR OTHER APPROACHES ARE MADE  
DIRECTLY TO THE U.S. OFFICES, ASSUMING ADEQUATE LEAD  
TIME IS GIVEN, ESPECIALLY IF FINANCING IS AVAILABLE  
FROM THE U.S.

CHRISTOPHER

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## Message Attributes

**Automatic Decaptoning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
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**Disposition Date:** 22 May 2009  
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**Original Handling Restrictions:** n/a  
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**TAGS:** BENC, GR  
**To:** ATHENS  
**Type:** TE  
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**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
22 May 2009  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009